

## CPA Australia

### Plan Your Own Enterprise COMPETITION-2007

#### Trip to Shanghai

To: The organisers of Business Educators Australasia and Sponsors  
From: Jayant Prakash – Business Studies Teacher (Darwin High School)  
Student: Maria Koulianos

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#### Arrival at Pu Dong Shanghai

After 10.5 hrs trip from Sydney to Shanghai, we were (myself, Maria and Maria's mum) well greeted by Mr Charles Li at the airport terminal. In fact prior to that, an announcement was made in the Qantas Airline as soon as the plane came to a halt that people are waiting for us. As soon as we got off the plane, we were escorted by one of the airport securities (a young lady) and made it easy for us to go through the customs. Mr Charles Li (the tour guide organiser) took us to the taxi for the Jin Jiang Hotel. What a welcome to Shanghai!

#### WEDNESDAY 27 FEBRUARY 2008

- **CPA Shanghai Office**

At 11:00 am, we were greeted by Ms Ella Gu (General Manager- CPA (Shanghai) Australia Limited) and Mr Laurence Lau– Vice President- Shanghai Committee and Management Controlling Director: Consumer Products Division-L'OREAL China.

The meeting was excellent in the sense that Maria spoke of the competition and of her business plan and the expectations of her as a student. The meeting was also very fruitful as both Mr Lau and Ms Gu spoke highly of Maria's achievement. Questions were asked of Maria's successes which were well answered. Both were very proud of Maria's responses and the way she conducted herself which was done in a very professional manner.

Mr Laurance Lau spoke about business success, his success story having worked abroad and getting educated in Australia, perseverance and the comment he made to Maria, "that if this meeting was a job interview, he would have hired her" were all inspirational and very rewarding for Maria.

- **Austrade- Christopher Wright (Deputy Consul-General)**

At 3:00 pm, we were greeted by Stella Ca (Business Development Manager-Australian Trade Commission) and Mr Christopher Wright. Discussions perpetuated on our visit to Shanghai, the competition and the valuable information on Australia and China trade and the number of Australian owned businesses in China particularly in Shanghai. Mr Wright also spoke on the shortage of unskilled labour, major developments in Shanghai and the high rises. All were beneficial to Maria from a business point of view.

Ms Stella Ca then took us to an Australian owned business cafe- Unwell Pty Ltd and we were very pleased to meet Mrs Freda Feng who is involved in the nutrition and sale of wine and coffee- all imported from Australia. Mrs Freda explained her business concept.

## **THURSDAY 28 FEBRUARY 2008**

### **▪ Shanghai Changzheng Secondary School**

Ms Li Li Lu (Deputy Secretary General- Shanghai Education Association for International Exchange) picked us from the hotel and we arrived at the Shanghai Changzheng Secondary school at about 11:00am. We were delighted at the reception given to us especially when we saw our names on the electronic billboard. This small gesture made us feel very special and proud. The fruitful discussion that was initiated with other teachers and Vice-Principal in the staff coffee room was very educational. We were glad that we were able to exchange about the educational systems of the two schools: Changzheng and Darwin High. Darwin High school already has a sister school (Shanghai High School) but I raised the idea of having some sort of a going communication through Li Li. The insights of the students' work ethics, dedication and the motto- love, hope, courage and perseverance were all inspirational which the students of that school followed very gracefully.

The tour of the school was very much appreciated and the excellent session with the senior students gave Maria the opportunity to talk about the success of her winning the competition. The students focussed their questions on the nature of the competition as they do not have such things in their school system. They asked my role and input as well as Maria's mum. We were touched by the farewell song sung by one of the students before leaving for lunch.

The lunch hosted by the Principal was a very kind gesture and was well appreciated by the three of us. We were happy to have met the Principal. The food was superb. It was one of the best Chinese restaurants and we had our own private room. It was attended by the Vice Principal, four members of the staff and Li Li Lu.

### **▪ Meeting with Phillip Zhao (Director of PR Legend)**

It was a pleasure to meet Mr Phillip Zhao. He was a very kind hearted person who looked after us as well. Mr Phillip shared his business experience as a marketing consultant and being a company director. He was very instrumental in talking about key stages of business development and of the business world and provided some first hand knowledge of becoming a successful business entrepreneur. He took us to a tea house and then for lunch and later dropped us at the hotel.

## **The Tour Guides**

Thanks to the tour guide organiser ( Charles Li and the two third year University students- Eric Wang and Gordan Zhang). The afternoon of Thursday, Friday and Saturday were taken in turns by the students for sight seeing and shopping. They both spoke excellent English and were very accommodating to our needs.

All in all, the trip to Shanghai was very educational, remarkable, enjoyable and lasting experience. It gave us the opportunity to explore a different place, its people and the way they live and do their everyday work. The exchange of each others culture, understanding and making friends were of paramount importance.

The people who were involved in looking after us for the educational trip need to be sincerely thanked for their time, effort, dedication and enthusiasm. We were overwhelmed with their kindness and hospitality. The advice and valuable information given by them to Maria was exceptional and I strongly believe that Maria's career and future would certainly be enhanced.

We are thankful to the organisers of the trip as everything went according to the plan. Can I say a big thank you to the sponsors- the trip would not have been possible without you. The trip I believe would have been a good learning curve for Maria and should open a window of opportunity to other aspiring students.

Thanks  
Jayant Prakash  
Business Studies Teacher